

**VAISHNAVI VIJAY WELPULWAR****Current Address :** C-30 Dipam Nivas, Spice Garden Layout, Bangalore**Contact No.:** +91 9503399546**Email ID:** [vaishnaviwelpulwar123@gmail.com](mailto:vaishnaviwelpulwar123@gmail.com)**Carrier Objective:**

To work with an organization where, there is a scope for self-improvement and knowledge enhancement which will provide an opportunity to exhibit the best of my ability and to secure a challenging carrier in the corporate world.

**Education Qualification:**

| Examination                                  | Institute  | Board  | Year of Passing | Marks (%) |
|--|--|--------|-----------------|-----------|
| Bachelor of Engineering( <b>Electrical</b> ) | Datta Meghe Institute of Engg. Technology and Research, Wardha | Nagpur | Jun-2017        | 68.61%    |
| HSC  | Vidya niketan Chandrapur                                       | Nagpur | Feb-2012        | 52.00%    |
| SSC  | Vidya mandir high school Urjanagar, Chandrapur                 | Nagpur | March-2010      | 67.60%    |

**Experience:**

➤ **Urja Biosystem Pvt.Ltd. Pune – Sales & Marketing Executive (April 2018- October2018)**

- Searching for new clients who could benefit from your products in a designated region.
- Establishing new, and maintaining existing, relationships with customers
- Calculating client quotations
- Negotiating and closing sales by agreeing terms and conditions
- Supporting marketing by attending trade shows, conferences, and other marketing events

➤ **Midas Autosoft Engineers Pvt. Ltd. – Sales & Service Engineer (December 2018 - Jun 2020)**

- Searching for new clients who could benefit from your products in a designated region.
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs.
- Calculating client quotations
- Offering after-sales support services
- Recording and maintaining client contact data
- Making technical presentations and demonstrating how a product will meet client needs.
- Providing pre-sales technical assistance and product education
- Solving client problems
- Maintain ISO document.

➤ **Tata Bluescope Steel – Lead Management (December 2020 - Feb 2022)**

- Recording and maintaining client contact data
- Establishing new customers through Digital Marketing.
- Make 100 call per day.
- Maintain customer data in excel sheet. Send customer details to salesperson.
- Take update from sales team and prepare monthly report.

➤ **GM Manufacturing Services Pvt. Ltd. – Sr. Inside Sales Representative (April 2022 -August 2022)**

- Searching for new clients who could benefit from your products in a designated region.
- Establishing new, and maintaining existing, relationships with customers
- Calculating client quotations
- Negotiating and closing sales by agreeing terms and conditions

➤ **Codebios Technologies Pvt. Ltd – Executive (Sales & Business Development) (Present)**

- Searching for new clients who could benefit from your products in a designated region.
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs.
- Calculating client quotations
- Offering after-sales support services
- Recording and maintaining client contact data
- Making technical presentations and demonstrating how a product will meet client needs.
- Providing pre-sales technical assistance and product education

**Training Courses:**

- I have completed the Industrial Training at “**CHANDRAPUR SUPER THERMAL POWER STATION CHANDRAPUR**” during session from **12 December 2014 to 10 January 2015**.
- I have completed the post graduate diploma in “**Industrial Automation**” from “**Collage of Engineering Pune**”, during the session of July 18 to October 3, 2017.

**Project Details:**

**Final Year Project: - “*Design and implementation of solar based seed sowing machine.*”**

**Description: -** In today’s era agriculture field is not technically developed due to which large manpower and time required is more. To reduce such problems, we developed an agriculture-based project seed sowing machine. It works on solar energy. This machine performs the dual work i.e., digging and sowing as well as working on wireless technology.

#### Extra-Curricular Activities:

- Participated in International level technical event Dec-2016 held at Maharashtra institute of technology Pune.
- Participated in National level Paper presentation competition “**BLITZKRIEG-14**” held at Datta Meghe Institute of Engineering, Technology and Research, Wardha.
- Participated in state level volley ball competition.

#### Hobbies:

- Playing Volley Ball
- Cooking
- Dancing

#### Strength:

- Hardworking Ability.
- Positive Approach.
- Quick Learner.
- Understanding & Analyzing capabilities.
- Good Communication Skills.

#### Personal Profile:

- **Name** : Vaishnavi Vijay Welpulwar
- **Date Of Birth** : 13/03/1995
- **Contact No.** : 8208582563
- **Permanent Address** : C-30 Dipam Nivas, Spice Garden Layout, Bangalore

I declare that the above information is true and correct to the best of my knowledge and nothing has been concealed or distorted.

**Place:** Bangalore

**Date:**

**Signature**